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FEDERAL COMMUNICATIONS COMMISSION  
OFFICE OF THE SECRETARY

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2505 Vancouver  
San Diego, CA 92104  
October 7, 1992  
OCT 13 1992 ORIGINAL  
MAIL BRANCH FILE

Office of the Secretary  
Federal Communications Commission  
1919 M Street, N.W.  
Washington, D. C. 20554  
Attn: Docket No. 92-90

Re: Telephone Consumer Protection Act of 1991

Dear Sirs:

It has come to my attention that the Federal Communications Commission is drafting a regulation to restrict person-to-person solicitations to residential homes. I am writing to let you know how important "cold calling" is to my business.

"Cold calling" is my way to reach the general public and let them know, adverse to what they are reading and hearing from the news media, that Real Estate is still one of the best investments they can make today. It is also a means to let the people know the market activity in their neighborhood, thereby continuing to keep real estate active, which definitely stimulates the economy.

We, in the Real Estate field, are very courteous in our calling. "Cold calling" is one of the most important aspects of our business. It would be devastating if this regulation were to pass.

Please give this careful consideration.

Sincerely,

*Doris Adair*

No. of Copies rec'd \_\_\_\_\_  
List A B C D E \_\_\_\_\_

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MAIL BRANCH

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OFFICE OF THE SECRETARY

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1919 M Street, N.W.  
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Attn: Docket No. 92-90

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Sincerely,

*Paul Tech*

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Please give this careful consideration.

Sincerely,

*Laura Kuhl*  
*9305 Carmichael Dr*  
*Los Angeles CA*  
*91941*

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Sincerely,



*Cambridge Realty*

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To Whom it May Concern:

This letter is to inform you that Docket # 92-90, IE: The Telephone Consumer Protection act of 1991. If passed will be very detrimental to my career as a Real Estate professional. I understand the need to protect consumers from annoying and unfortunately sometime fraudulent telephone solicitations. I must inform you that cold calling is a very beneficial tool for the Real Estate professional in serving his or her clientele as well as generating future business.

Please do not cripple the Real Estate industries ability to do business, DO NOT pass docket # 92-90 the Telephone Consumer Protection act of 1991.

Sincerely,

*Dave Meier*

Dave Meier  
Property Manager



*Cambridge Realty*

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Sincerely,

*Marilyn Wakeman*

Marilyn Wakeman  
Realtor



*Cambridge Realty*

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October 5, 1992

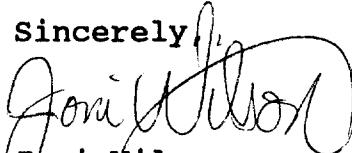
Office of the Secretary  
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Sincerely,

  
Joni Wilson  
Realtor



*Cambridge Realty*

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Attn: Docket # 92-90  
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Sincerely,

*Tony Middleton*

Tony Middleton  
Property Manager





*Cambridge Realty*

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Sincerely,



Leslie S. Brown  
Realtor



*Cambridge Realty*

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Please do not cripple the Real Estate industries ability to do business, DO NOT pass docket # 92-90 the Telephone Consumer Protection act of 1991.

Sincerely,



Lai Ping Tjen-A-Looi  
Realtor



October 6, 1992

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FEDERAL COMMUNICATIONS COMMISSION  
OFFICE OF THE SECRETARY

Office of the Secretary  
Federal Communications Commission  
Attn: Docket #92-90  
1919 M Street, N.W.  
Washington, D.C. 20554

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MAIL BRANCH

Dear Sirs:

I am writing to ask that the above regulation not be passed. Contacting homeowners by phone is one of the critical areas I have for business development. We in the real estate industry rely on this form of communication to make our living. As a professional, I am always sensitive to the homeowner's situation and conduct the call accordingly;

Sincerely,

Sheng M. [Signature]  
REACTOR

East County Office  
2916 Jamacha Road  
El Cajon, CA 92019  
(619) 670-6011

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FEDERAL COMMUNICATIONS COMMISSION  
OFFICE OF THE SECRETARY

 **McMillin Realty**  
A CORREY McMILLIN COMPANY

October 7, 1992

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MAIL BRANCH

Office of the Secretary  
Federal Communications Commission  
1919 M Street, N.W.  
Washington, D.C. 20554

Re: Docket No. 92-90, Telephone Consumer Protection Act of 1991

Dear Mr. Secretary,

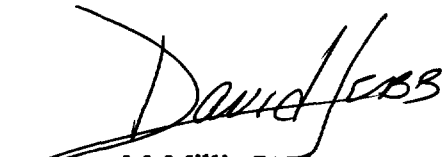
I am a real estate professional in the city of San Diego, state of California, and I am writing you this letter to give you some insight on the importance of "Cold-Calling" or person-to-person solicitations and the impact it would have on my business and in our industry if this particular type of prospecting was stopped or restricted.

As a real estate professional I depend on telephone prospecting to make my business prosperous. It is a very important and productive way to prospect for new clients, which makes up 35% of my business. I have spent many dollars in educating myself on this subject and feel very strongly on how this system of prospecting gives direct and immediate results. I know that most other people in my profession feel the way I do.

My family and I depend on my business and I cannot let them down. I do not, and will not support any legislation that will directly hurt my business. I also cannot support anyone or group that is responsible or in favor of this regulation.

Thank you for your valuable time.

Sincerely,

  
McMillin Realty

MEMBER

PHH Homequity Relocation Service

San Diego Board of REALTORS®, Carlsbad Board of REALTORS®, Coronado Board of REALTORS®, East San Diego Board of REALTORS®  
La Jolla Real Estate Brokers Association, Point Loma/Ocean Beach Realty Association, San Diego Board of REALTORS®, Rancho-Temecula-Murrieta Board of REALTORS®  
Multiple Listing Service, California Association of Realtors, National Association of Realtors



**Jack Associates**

P. O. Box 8  
Milton, Vermont 05468  
(802) 893-2415

1161 Williston Road  
South Burlington, Vermont 05403  
(802) 658-5555

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MAIL BRANCH

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October 2, 1992

Office of the Secretary  
Federal Communications Commission  
1919 M. Street, NW  
Washington, DC 20554

RE: Docket No. 92-90

Dear Sir or Madam,

I am writing to you to express my strong opposition to any regulation that would restrict telephone and person-to-person solicitations to residential homes. "Cold" calling and calling around a neighborhood when I place a property on the market for sale is an integral part of my business. If I were not legally able to do so, it would likely reduce my income significantly. And it would likely deprive families of the services that I offer.

Telephone solicitation, if it is done correctly, is respectful of people's privacy and only offers a service that may be needed. If someone does not want or need the service, he/she simply says, "no" or hangs up. To restrict telephone solicitation would negatively impact most of the real estate business in the country.

Please do NOT pass this regulation.

Sincerely yours,

Edie Connelley  
Broker



Each Office Is Independently Owned And Operated



**BURNET**  
REALTY

Rochester/Elton Hills Office  
315 Elton Hills Drive  
Rochester, MN 55901  
507/288-6909

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FEDERAL COMMUNICATIONS COMMISSION  
OFFICE OF THE SECRETARY

MAIL BRANCH

Office of the Secretary  
Federal Communication Commission  
Attn: Docket No. 92-90  
1919 M. Street NW  
Washington, D.C. 20554

Dear Sirs:

*It has come to my attention that you are considering legislation that would restrict person - to - person solicitations to residential homes.*

*This type of legislation would seriously hinder my business and the Real Estate industry as a whole.*

*I personally do a lot of "cold calling" and very seldom is there a problem with the people objecting to the calls. More often people are happy to talk with me and have a number of questions.*

*Please do not pass this legislation.*

Sincerely,

Terry Johnson  
Burnet Realty

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Office of the Secretary  
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1919 M Street, N.W.  
Washington, D. C. 20554  
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Re: Telephone Consumer Protection Act of 1991

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We, in the Real Estate field, are very courteous in our calling. "Cold calling" is one of the most important aspects of our business. It would be devastating if this regulation were to pass.

Please give this careful consideration.

Sincerely,

*Beverly R. Dollehan*  
*Century 21 Lyle Morton*



Office of the Secretary  
Federal Communications Commission  
Attn. Docket no. 92-90

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FEDERAL COMMUNICATIONS COMMISSION  
OFFICE OF THE SECRETARY

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Dear Secretary,

We are sending this letter with an urgent plea; do not pass Docket No. 92-90. As a Realtor it is imperative that we use the telephone as a marketing tool. The residential real estate industry needs to keep growing to keep the economy growing. I am sure you can understand the correlation. Without the use of telephone sales we could not continue on a positive climb.

It is critical that Docket No. 92-90 does not pass. Person-to-person solicitations is a productive, effective marketplace that is desperately needed in our business. Docket No. 92-90 Telephone Consumer Protection Act of 1991 will have a negative effect on real estate. This has got to be considered. Thank you.

Sincerely,

A handwritten signature in cursive script that reads "Anita Sancy". The signature is fluid and extends to the right.





# WESTSIDE LAND OFFICE

2519 BLOSSOM STREET • DOS PALOS, CA 93620 • (209) 392-2146

"FIVE SIERRA LOCATIONS"

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FEDERAL COMMUNICATIONS COMMISSION  
OFFICE OF THE SECRETARY

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MAIL BRANCH

Office of the Secretary  
Federal Communications Commission  
Attn: Docket No. 92-90  
1919 M Street, N.W.  
Washington, D.C. 20554

Reference: Docket No. 92-90  
Telephone Consumer Protection Act of 1991

Dear Federal Communications Commission:

It has come to my attention that your commission is drafting a regulation to restrict person-to-person solicitations to residential homes. This legislation should not be passed.

"Cold" calling, in the real estate profession is very important, if not vital, to our business and the real estate industry. Not only does "cold" calling benefit real estate agents and brokers, but it also benefits buyers, sellers and the real estate economy as a whole. When people do not want to talk to you, they can simply hang up; but that happens very, very seldom.

I strongly urge you not to pass Docket No. 92-90, Telephone Consumer Protection Act of 1991.

Yours truly,

WESTSIDE LAND OFFICE

Myrtice Wilson



LEN FRIES  
GUY MORGAN

911 Hacienda Drive, Ste. B  
Vista, CA 92083  
(619) 941-4000

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FEDERAL COMMUNICATIONS COMMISSION  
OFFICE OF THE SECRETARY/ALTOR®

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MAIL BRANCH

October 7, 1992

Office of the Secretary  
Federal Communications Commission  
Attn: Docket No. 92-90  
1919 M Street, N.W.  
Washington, D.C. 20554

Dear Mr. Secretary,

It has come to my attention that the Federal Communications Commission is proposing a regulation to restrict person-to-person solicitations to residential homes. (Docket No. 92-90, Telephone Consumer Protection Act of 1991) Direct calling is an important part of my business in particular and the real estate industry in general.

Please accept this letter as my opposition to any regulation restricting my right to communicate with the public.

Sincerely,

Len Fries

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OCT 13 1992

FEDERAL COMMUNICATIONS COMMISSION  
OFFICE OF THE SECRETARY

ABIO & ADLETA, REALTORS • 5956 Sherry Lane • Suite 100 • Dallas, Texas 75225 • 214/696-0900

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October 6, 1992

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MAIL BRANCH

Office of the Secretary  
Federal Communications Commission  
Attn: Docket No. 92-90  
1919 M. Street, N.W.  
Washington, D.C. 20554

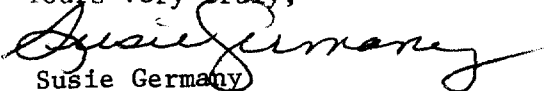
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This letter is to let you know that I as a residential real estate agent cannot continue to be successful in this business if I am restricted from making cold calls on the telephone. I am imploring you not to draft a regulation to restrict person-to-person solicitations to residential homes.

The residential real estate industry cannot continue to grow and attempt to bring this country out of its present economic condition if this restraint of trade should be imposed on our industry.

Thank you for your consideration in this matter and we implore you to reconsider this regulation.

Yours very truly,

  
Susie Germany

A MEMBER OF THE SEARS FINANCIAL NETWORK



PREMIER, INC.  
RESIDENTIAL REAL ESTATE

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MAIL BRANCH

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FEDERAL COMMUNICATIONS COMMISSION  
OFFICE OF THE SECRETARY

1750 PARK AVENUE  
P.O. BOX 1616  
PARK CITY, UT 84060  
BUS. (801) 649-4400  
BUS. (800) 825-8889  
FAX (801) 649-0521

October 7, 1992

Office of the Secretary  
Federal Communications Commission  
Attn: Docket No. 92-90  
1919 M Street, N.W.  
Washington, D.C. 20554

Dear Sir or Madame,

Re: Docket No. 92-90 Telephone Consumer Protection Act. It is critical to my success as a Realtor to be able to contact potential buyers and sellers by telephone and more times than not than initial call is a "cold call". These calls are welcomed at the other end. Please do not try to enact any legislation that would prevent me from earning an income as a professional Realtor.

Sincerely yours,

*Bridgett Murphy*  
Bridgett Murphy

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FEDERAL COMMUNICATIONS COMMISSION  
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Office of the Secretary  
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1919 M Street, N.W.  
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92-90

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Please give this careful consideration.

Sincerely,

Thomas C. McElhane

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FEDERAL COMMUNICATIONS COMMISSION  
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ABIO & ADLETA, REALTORS • 5956 Sherry Lane • Suite 100 • Dallas, Texas 75225 • 214/696-0900

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This letter is to let you know that I as a residential real estate agent cannot continue to be successful in this business if I am restricted from making cold calls on the telephone. I am imploring you not to draft a regulation to restrict person-to-person solicitations to residential homes.

The residential real estate industry cannot continue to grow and attempt to bring this country out of its present economic condition if this restraint of trade should be imposed on our industry.

Thank you for your consideration in this matter and we implore you to reconsider this regulation.

Yours very truly,

*Joan P. Uebel*

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Thank you for your consideration in this matter and we implore you to reconsider this regulation.

Yours very truly,

Debbie Ingram

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FEDERAL COMMUNICATIONS COMMISSION  
OFFICE OF THE SECRETARY

ABIO & ADLETA, REALTORS • 5956 Sherry Lane • Suite 100 • Dallas, Texas 75225 • 214/696-0900

FILE 7-1

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MAIL ROOM

Office of the Secretary  
Federal Communications Commission  
Attn: Docket No. 92-90  
1919 M. Street, N.W.  
Washington, D.C. 20554

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Thank you for your consideration in this matter and we implore you to reconsider this regulation.

Yours very truly,

Ann Tugua





**Jack Associates**

P. O. Box 8  
Milton, Vermont 05468  
(802) 893-2415

1161 Williston Road  
South Burlington, Vermont 05403  
(802) 658-5555

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1919 M Street, NW  
Washington, DC 20554

Ref: Docket #92-90  
Telephone Consumer Protection Act of 1991

To Whom it May Concern:

I have recently been made aware that the FCC is in the process of drafting legislation to restrict telephone sales calls to residential homes.

I feel very strongly that this legislation is completely misdirected. As you know, the real estate industry is currently going through a difficult period. Drafting legislation to further hinder the industry's stability, let alone its growth, will adversely affect not only the hundreds of thousands of agents in the business nationwide, but it will also effect the economy of this country since the housing industry is inexorably linked to the nation's economic recovery.

Person to person solicitations are an integral part of selling residential real estate and must and should remain an accepted method of reaching the people. *I am therefore voicing my OPPOSITION to the Telephone Consumer Protection Act of 1991.*

Sincerely,  
CENTURY 21 Jack Associates

REALTOR



Each Office Is Independently Owned And Operated